

Tabulation of Proposals*

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|---|---|--|---|--|---|-------------------|--|------|
| Purchasing Office Solicitation No.: | | 2012-023 Liability, property and workers' compensation insurance products and services | | | | | | |
| Notice to Proposers published in the Williamson Herald on: | | 12/15/11 | | | | | | |
| Number of vendors that were notified of / that responded to this request for proposals: | | 29 / 3 | | | | | | |
| Date and time proposals due and publicly opened: | | 03/01/12 at 2:00 PM | | | | | | |
| Present at opening of proposals: | | Anthony Roman, Jon Calvin, Randy Williams and Dawn Crawford of Tennessee Municipal League Risk Management Pool; Laura Jungmichel of Tennesse Risk Management Partners; Shirley Harmon and Rodney Escobar of the City of Franklin HR Department; and Tiffany Wilkins and Brian Wilcox of the City of Franklin Purchasing Office | | | | | | |
| Target meeting of BOMA at which recommendation is scheduled to be considered: | | 4/24/12 | | | | | | |
| | | | | | | | | |
| Proposals received from: | Proposal No.: | Description of proposal: | Does the proposer take any exceptions to the City's procurement solicitation? | Total quoted annual premium, plus any retention or stop loss and administrative fees, net of any rebate: | Points (out of a possible 100) allocated by the Proposal Evaluation Team: | Payment terms: | Proposal and associated pricing is valid through: | |
| | | | | | | | | |
| Brown & Brown of Tennessee 565 Marriott Drive, Suite 500 P.O. Box 291029 Nashville, TN 37214 Liz Hartzog, Chief Operating Officer 615/385-8262 ehartzog@bbtennessee.com | 1 of 1 | not applicable | not indicated | "Due to the time frame, the markets that we approached were unable to produce a premium indication without further information." | not evaluated | not applicable | not applicable | |
| | | | | | | | | |
| Tennessee Municipal League Risk Management Pool 5100 Maryland Way Brentwood, TN 37027 Jon Calvin, Director of Underwriting 615/371-0049 jcalvin@thepool-tn.org | 2012-023A 1 of 4 | Liability: \$1M per occurrence E&O limit of | Limitations and exclusions noted | \$560,190.00 | 55.0 | net 30 days | 05/31/12 | |
| | 2012-023A 2 of 4 | Liability: \$2M per occurrence E&O limit of | | \$593,864.00 | 62.8 | | | |
| | 2012-023A 3 of 4 | Liability: \$3M per occurrence E&O limit of | | \$646,009.00 | 69.0 | | | |
| | 2012-023A 4 of 4 | Liability: \$5M per occurrence E&O limit of | | \$741,170.00 | 74.1 | | | |
| | 2012-023B 1 of 4 | Property: \$25K deductible with \$1K mobile equip. deductible | | \$187,332.00 | 91.0 | | | |
| | 2012-023B 2 of 4 | Property: \$25K deductible with \$250 mobile equip. deductible | | \$189,255.00 | 90.7 | | | |
| | 2012-023B 3 of 4 | Property: \$50K deductible with \$250 mobile equip. deductible | | \$172,350.00 | 80.9 | | | |
| | 2012-023B 4 of 4 | Property: \$50K deductible with \$250 mobile equip. deductible | | \$172,350.00 | 80.9 | | | |
| | 2012-023C 1 of 4 | WC: Fully insured, no deductible | | \$661,186.00 | 81.8 | | | |
| | 2012-023C 2 of 4 | WC: Self-insured retention with \$500K annual aggregate retention factor | | \$611,569.00 | 83.4 | | | |
| | 2012-023C 3 of 4 | | | | | | | |
| | 2012-023C 4 of 4 | | | | | | | |
| | Total points, weighted by total quoted annual premium (net of any rebate), allocated for highest scored options for all three lines of coverage: | | | | | | | 79.8 |

* Shaded proposal is the proposal scored highest by the proposal evaluation team using the evaluation criteria included in the RFP

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| Tennessee Risk Management Partners, LLC 205 Powell Place Brentwood, TN 37027 Laura Jungmichel, Managing Partner and Agent 615/369-0646 laura@tnrmp.com | 2012-023A 1 of 2 | Liability: Lower deductibles | Limitations and exclusions noted | \$745,298.00 | 89.0 | net 30 days | 05/31/12 | |
| | 2012-023A 2 of 2 | Liability: Higher deductibles | | \$626,249.00 | 90.0 | | | |
| | 2012-023B 1 of 2 | Property: \$25K deductible | | \$253,036.00 | 88.9 | | | |
| | 2012-023B 2 of 2 | | | \$384,989.00 | 96.0 | | | |
| | 2012-023C 1 of 2 | WC: Fully insured, \$100K stop loss | | \$546,989.00 | 90.6 | | | |
| | 2012-023C 2 of 2 | WC: Fully insured, \$250K stop loss | | | | | | |
| | Average points, weighted by total quoted annual premium (net of any rebate), allocated for highest scored options for all three lines of coverage: | | | | 91.6 | | | |

* Shaded proposal is the proposal scored highest by the proposal evaluation team using the evaluation criteria included in the RFP